

Message Text

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ACTION EUR-12

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FOR EUR/WE AND CU/IVP/V

PASS EUR LABOR ADVISER DAN GOOTT AND GERALD HOLMES, ILAB,
DEPT OF LABOR

E.O. 11652: N.A.

TAGS: ELAB, PINT, ECON, SP, OEXC (FERRER, CARLOS)
SUBJECT: VOLUNTARY VISITOR: EMPLOYERS' CONFEDERATION
PRESIDENT CARLOS FERRER

1. THE PRESIDENT OF THE EMPLOYER UMBRELLA ORGANIZATION
(CEOE - SPANISH CONFEDERATION OF EMPLOYERS' ORGANIZATIONS),
CARLOS FERRER SALAT, HAS TENTATIVE PLANS TO VISIT THE US
FOR APPROXIMATELY ONE WEEK COMMENCING APRIL 3, 1978. THE
46-YEAR OLD FERRER IS A DYNAMIC CATALAN BUSINESSMAN-
BANKER (SEE MADRID 7307-77 FOR BIOGRAPHIC NOTES).

2. PRINCIPAL PURPOSE OF VISIT IS TO ESTABLISH CONTACT
WITH US MANAGEMENT ORGANIZATIONS AND EXCHANGE VIEWS ON
PROBLEMS OF COMMON INTEREST. FERRER MADE SIMILAR
ORIENTATION TRIPS RECENTLY TO PARIS AND GENEVA (ILO).
ALTHOUGH ONLY ORGANIZED IN SEPTEMBER 1977 (MADRID 7303-77),
THE CEOE IS NOW FIRMLY ESTABLISHED AS SPAIN'S PRINCIPAL
EMPLOYER ORGANIZATION (IT CLAIMS TO REPRESENT FIRMS
EMPLOYING ABOUT 60 PERCENT OF THE 13.3 MILLION WORK FORCE).
THE CEOE HAS QUICKLY BEEN ACCEPTED AS MANAGEMENT'S MOST
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VALID SPOKESMAN, AND HAS PARTICIPATED IN NUMEROUS TRI-
PARTITE NEGOTIATIONS WITH GOVERNMENT AND THE TRADE UNIONS.
ITS LEADERS ALSO PERIODICALLY MEET PRIVATELY WITH PRIME
MINISTER SUAREZ (MADRID 10345-77). THE CEOE MOST RECENTLY
MADE HEADLINES WHEN 15,000 BUSINESSMEN RALLIED IN MADRID
FEBRUARY 5 TO PUBLICIZE THEIR DISCONTENT WITH THE SPANISH
ECONOMIC SIUTATION AND THE GOVERNMENT'S ECONOMIC PLAN

(MADRID 1453). CEOE VICE PRESIDENT RODRIGUEZ SAHAGUN WAS BROUGHT IN AS MINISTER OF INDUSTRY IN THE FEBRUARY 24 CABINET RE-SHUFFLE (MADRID 2036).
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3. CEOE VICE PRESIDENT MAX MAZIN TOLD THE AMBASSADOR MARCH 8 THAT HE WILL BE HANDLING ARRANGEMENTS FOR THE US TRIP. AS PRESIDENT OF THE CEOE'S INTERNATIONAL RELATIONS COMMITTEE, WE UNDERSTAND THAT MAZIN (AND POSSIBLY ONE OR TWO OTHER CEOE OFFICERS) WILL ACCOMPANY FERRER TO THE US. THE CEOE HAS APPROACHED THE EMBASSY FOR SUGGESTIONS AND POSSIBLE ASSISTANCE WITH RESPECT TO APPROPRIATE APPOINTMENTS.

4. THE EMPLOYERS' GROUP ENVISAGES A FIRST STOP (TWO OR THREE DAYS) IN NEW YORK CITY (HOTEL PIERRE) WHERE IT WOULD MEET WITH SUCH ORGANIZATIONS AS THE US CHAMBER OF COMMERCE, N.A.M., AND BUSINESS ROUNDTABLE (APPOINTMENTS PRESUMABLY TO BE ARRANGED DIRECTLY BY CEOE OR THROUGH THE SPANISH EMBASSY, BUT ANY FURTHER THOUGHTS ON USEFUL CONTACTS IN NYC WOULD BE APPRECIATED). THE EMBASSY HAS ALREADY PROPOSED TO CEOE FOR CONSIDERATION A POSSIBLE ADDRESS BY FERRER AT THE SPANISH INSTITUTE, AND THE DEPARTMENT MAY WISH TO TAKE PRELIMINARY SOUNDINGS WITH ANGLIER BIDDLE DUKE REGARDING INTEREST AND TIMING.

5. IN WASHINGTON (REMAINDER OF VISIT), THE EMBASSY WOULD
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PROPOSE CALLS AT THE DEPARTMENT (WE WOULD URGE THAT ASSISTANT SECRETARY GEORGE VEST RECEIVE HIM), THE DEPARTMENT OF LABOR (PERHAPS HOWARD SAMUEL, DEPUTY UNDERSECRETARY FOR INTERNATIONAL AFFAIRS), AND THE DEPARTMENT OF COMMERCE (INCLUDING SMALL BUSINESS ADMINISTRATION). AFL-CIO EUROPEAN REPRESENTATIVE IRVING BROWN (CURRENTLY IN WASHINGTON FOR ONE WEEK) HAS ALREADY BEEN APPROACHED BY LABATT REGARDING POSSIBLE MEETING WITH LANE KIRKLAND AND ERNIE LE, AND CAN BE CONTACTED IF NECESSARY FOR ASSISTANCE. EMBASSY SUGGESTED TO CEOE THAT ANY DESIRED APPOINTMENTS WITH CONGRESSONAL LEADERS MIGHT BEST BE HANDLED THROUGH THE SPANISH EMBASSY. FERRER AND MAZIN BOTH SPEAK ENGLISH.

6. THE EMBASSY RECOMMENDS THAT APPROPRIATE FACILITATIVE ASSISTANCE BE GIVEN TO THIS CEOE DELEGATION WHICH REPRESENTS THE FOREMOST INDUSTRIAL AND BANKING INSTITUTIONS OF SPAIN. STABLER

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